

Message Text

UNCLASSIFIED

PAGE 01 RABAT 05686 221824Z

60

ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 RSC-01 (ISO) W

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R 221740Z NOV 74

FM AMEMBASSY RABAT

TO USDOC WASH DC

INFO SECSTATE WASHDC 3856

UNCLAS RABAT 5686

E.O. 11652: N/A

TAGS: BDIS MO

SUBJECT: LA PAZ IMPORTE

REF: USDOC 17201 AND PREVIOUS

1. BOUGENDAR OF ATELIER BOUGENDAR VISITED EMBASSY NOVEMBER 21 AND AGREED TO HALF OF LESTER'S OFFER, THAT IS TO PORTION CONTAINED PARA 1A.
2. BOUGENDAR MAKES COUNTER OFFER TO PARA 1B VIZ TO ACCEPT HALF PAYMENT FOR REMAINING MERCHANDISE WITH LESTER RETAINING GOODS.
3. NET EFFECT WOULD BE FOR LA PAZ TO PAY 75 0/0 OF ORIGINAL ORDER.
4. XEROX COPIES OF DOCUMENTS ON FILE AT EMBASSY (NEVER FORWARDED USDOC) INCLUDE NO INDICATION LA PAZ CANCELLED ONE HALF ORIGINAL ORDER AS ASSERTED. BOUGENDAR INSISTS HE RECEIVED NO SUCH CANCELLATION. FINALLY, NOVEMBER 24 DELIVERY DATE MAY SEEM TARDY BUT NOT TOO LATE FOR CHRISTMAS SALES. LESTER MUST ACCEPT RESPONSIBILITY FOR FAILING TO PICK UP MERCHANDISE UNTIL DECEMBER 24.
5. FYI. IF LA PAZ REJECTS COUNTER-OFFER, BOUGENDAR CONCEDED HE PREPARED ACCEPT RETURN REMAINING HALF ORDER BY SEA FREIGHT COLLECT AS PROPOSED PARA 1B REFTTEL. BUT FEEL WE OWE HIM REAL EFFORT TO ACHIEVE 75 PER CENT SETTLEMENT. END FYI. NEUMANN

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